

Contact

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Top Skills

Hotels
Food & Beverage
Hotel Management

Languages

English (Native or Bilingual)
Afrikaans (Native or Bilingual)
Dutch (Limited Working)

Certifications

Certified International Procurement Professional
CIPP Certified
Preparing for Negotiations
Scandinavian Leadership, LOTS Training
Mastering Total Cost of Ownership programme

Stan Janse van Rensburg

Hospitality Professional with General Manager experience, Strategic Procurement Director & Facilities Management
Pretoria, Gauteng, South Africa

Summary

Highly experienced procurement, supply chain management (SCM) professional, negotiator and proven deal maker with 24 years' experience. I have specialized pedigree in the hospitality field having worked in various SCM and hotel management roles.

Extensive Africa, European and Indian Ocean experience.

Innovative and results driven with a key interest in E-commerce. I have a proven track record of providing innovative leadership and having demonstrable capabilities in business development, providing cost effective logistic solutions, management of large business units, projects and overall business operations management competencies.

Top 5 Skills; 1) Emotional Intelligence
2) Technology Literacy
3) Resilience
4) Agility
5) Proactivity

Positions Held:

- Strategic Procurement Director of Hotel Equipment Suppliers Pty Ltd (March 2018 – Current)
- Managing Partner of Amenities Solutions Pty Ltd (November 2018 – February 2020)
- Representative at JCP Hotelware (May 2018 – October 2018)
- Associate / Sales Manager at International Hotel Supplies Company (A division of American Hotel Register Company) (November 2015 - January 2018)
- Regional Procurement Manager, Africa And Indian Ocean at Hilton Worldwide (September 2012-October 2015)

Professional Accomplishments:

- Supplying International Hotel Chains with PPE during COVID-19 outbreak
- At American Hotel Register Company in my capacity as Sales Manager, I was instrumental in the increased sales from \$1.4 million in 2016 to \$2.7 million in 2017.
- When I introduced a Linen Supplier for African and Indian Ocean; this resulted in a 45% saving across 14 properties throughout Hilton portfolio within Africa & Indian Ocean.
- Co-developed and launched a new recycling programme for bottled mineral water resulting in an 81% return rate and a combined saving of \$60 000 per annum over the 4 properties in South Africa. Program was recognised and received recognition from HWW McClean Head Office. The program was set to develop and expand to Indian Ocean.
- Initiated a local wine supplier tender process for supply throughout A&IO, resulting in the reduction of wine costs by \$75 000 per annum across Africa & Indian Ocean.
- I was instrumental in securing Hilton pricing from local food suppliers, resulting in an average saving of 30% across all properties.

Experience

The Capital Hotels & Apartments

Procurement Specialist and Special Projects Manager

October 2022 - Present (3 months)

Johannesburg

Procurement Specialist acquires a company's various supplies. Their main duties include locating key suppliers, negotiating the company's purchasing agreements and making sure their materials and products meet the company's specifications. This person will also be involved in special procurement projects throughout the group including involvement of opening of new hotels.

SA CARES FOR LIFE

Volunteer Project Manager

May 2020 - October 2022 (2 years 6 months)

Cullinan, Gauteng, South Africa

NPO and all work associated with food and goods distribution for all affected from the COVID outbreak

Started a new project in Cullinan and supported where possible

Transnational Hotel Consultants (PTY) Ltd

Director and Founder

November 2015 - October 2022 (7 years)

Pretoria Area, South Africa

Hotel solutions that make sense by people who understand the trade and Import and Export challenges

What is your establishment doing about all the plastic waste?

We offer high quality bulk liquids for all of our #Dispensers and all our Dispenser products can also be customized to display product or hotel artwork to your guests. Our pioneering, durable pump system is patented and guaranteed for life. Assist in calming Mother Nature's anxiety, by looking at our Dispensers and we look forward to making #2022 a year we #changetheworld and get rid of #singleuseplastic and become more #ecofriendly

Hotel Equipment Suppliers (PTY) Ltd

Strategic Procurement Director

March 2018 - September 2022 (4 years 7 months)

Pretoria Area, South Africa

Hotel Equipment Suppliers (PTY) Ltd, <http://www.hotelequip.co.za/>

Hotel Equipment Suppliers (Pty) Ltd a proudly BBBEE level 2 company, established in 2018 are the Dispenser Amenities distributor for Africa & Indian Ocean. Hospitality is about to see a great change when it comes to Guest Amenities and that change will be led by Dispenser Amenities and Hotel Equipment Suppliers for the African & Indian Ocean Market.

- Responsible for the management of Administration, E-commerce, Logistics, Customer Service, Warehousing, Import & Export, Sourcing and Procurement.
- Sourcing and Providing PPE to International Hotels Brands during the COVID-19 Pandemic.

Amenities Solutions (PTY) Ltd

Managing Director

November 2018 - April 2020 (1 year 6 months)

Johannesburg Area, South Africa

Leading, trendsetting manufacturer of hotel cosmetics of premium international quality and Amenities Solutions for the African & Indian Ocean market.

- Maintaining positive client relationships and driving new acquisitions.
- Developing and implementing organizational goals, procedures, and policies.
- Identifying improvement gaps and implementing corrective measures.
- Reviewing and overseeing all financial activities, performance, and documentation.

JCP Hotelware

Representative

June 2018 - December 2018 (7 months)

Johannesburg Area, South Africa

Representing JCP in Gauteng with International approved F&B Brands

Exclusive Brands:

Burgess furniture, HEPP, INDUCS, NIKKO, Paderno, Room 360, SAFEmark, Serax, Valera, Zieher, Bentley, Villeroy & Boch, Robert Welch, Comatec, Frilich, Royal Doulton, Royal Albert, Wedgwood, Waterford Crystal

Additional Brands, included but not limited:

RAK Ceramics, Roller Grill, Schonwald, Wanzl, Steelite, Bodum, Alfi, ScanBox & Bertos to name a few

American Hotel Register Company

Associate / Sales Manager

November 2015 - February 2018 (2 years 4 months)

Johannesburg Area, South Africa

Part of American Hotel Register (<https://www.internationalhotelsupply.com/> & <https://www.americanhotel.com/>) largest supplier of Hospitality goods to the Hospitality industry.

Opened the offices in South Africa and travelled to the different countries in Southern Africa & Indian Ocean looking after Starwood, Marriott, Hilton & other International Hotel Chains.

Continually suggested products that could be used and ensured that the items/products ordered were received and of good quality.

Expanded American Hotel Register as a global operation.

Supporting/sourcing local and international suppliers/products.

F&B Products, Housekeeping Solutions, Front office solutions & Linen, Terry and filled products from Asia

Managed to achieve high increase in sales:

2016 Sales \$1.4 Million Dollars

2017 Sales \$2.7 Million worth of Sales

Hilton Worldwide

Regional Procurement Manager, Africa and Indian Ocean

September 2012 - November 2015 (3 years 3 months)

Johannesburg Area, South Africa

Purchasing Contract negotiations & Setup of SLA for hotels in South Africa, Africa & Indian Ocean.

Implementation of Glass bottle recycling program for Hotels in South Africa & Indian Ocean.

Continuously ensuring best prices, best quality and excellent service from suppliers.

Ensuring there is a good relationship from the hotels side to the supplier.

Identifying key strategic partnerships, the region and ever-growing infrastructure of our Business.

Site Visits and Purchasing Audits ensuring Purchasing Policy is being Adhered to.

International Conferences for HSM & GM Conferences.

Global compliance re Purchasing Contracts & Policies.

Carlson Rezidor Hotel Group

Procurement Manager/Specialist

April 2010 - September 2012 (2 years 6 months)

Johannesburg, CARLSON REZIDOR HOTEL GROUP

Part of the opening team, the 1st Park in by Radisson in Africa. Was responsible for rolling out REZpin to all the properties in Africa, E-Procurement platform

REZpin Training for Sub Saharan Africa region. (REZIDOR Purchasing Information Network)

Negotiating new prices for the Hotels in South Africa, ensuring best prices, best quality and excellent service from suppliers.

Ensuring the Hotels is stock with all the necessary equipment and stock for operations to run smoothly. Ensuring that the prices charged are in line with Budget figures

Assisting other properties with their opening from providing them with best practices and best suppliers etc.

Additional Role: Acting Restaurant & Events Manager (February 2011 - October 2011)

Healing Wings South Africa

Purchasing Officer & Counsellor
August 2007 - April 2010 (2 years 9 months)
Mozambique & South Africa

Purchasing of goods daily once we moved to SA from Mozambique.
Shopping was done twice a week as we needed to drive to Maputo to do shopping for the farm to ensure we had everything we needed to run the farm.
Organised the store and ensured that that procedures were placed to ensure stock rotation and help planning of the daily menu where we had to feed 110 Pax for breakfast, lunch and dinner.
Looked after work groups where you oversaw 15 patients having to carry out daily duties etc.

Southern Sun Hotels
Back of House Manager
2006 - 2007 (1 year)

Recruited to run the Back of House, look after the cleaning.
Responsible for all Operating Equipment and monthly stock taking.
Reporting to General Manager.

Sandown Park Lodge
Hotel Manager
October 2004 - December 2005 (1 year 3 months)
Esher, UK

Recruited to run this small property as a commercial business and to turn the business around and actually achieve budget figures and make a profit.
Having achieved this within 8 months and looking forward establishing hotels in all 13 racecourses across Britain.

Desborough Hotel Group
Area Operations Manager
July 2003 - October 2004 (1 year 4 months)
Weybridge, UK

Recruited to implement a high level of service and standards. Responsible for the running of the two well established hotels, situated on the River Thames, specializing in Wedding Receptions, Conferences and Events.

Grange Hotels
6 years 8 months

General Manager & Other Experience & Achievements:
May 1997 - December 2003 (6 years 8 months)
UK

- During this time I joined the Park Hotels Group in London. I have worked in several Hotels as General Manager, including the Regency Park Hotel, East Cliff Bournemouth where I was asked to take over this newly purchased 80 bedroom Coach Hotel, as well as the Julius Caesar Hotel, Queens Park Hotel and the Anchor Hotel.
- My duties included the overall running of these Hotels, introducing and training staff organizing daily entertainment for residential guests.
- I also worked at Grange Holborn Hotel which was a 4* Deluxe Hotel with 201 bedrooms, C & B facilities for up to 400 people excluding restaurants. Assisting the General Manger with the 2nd phase of the opening of this hotel, i.e. a further 60 bedrooms, Health Club and swimming pool and being:
- Overall responsible for the day to day running of the hotel, IT, Reception, Housekeeping, Maintenance and Night Staff.

• Other Duties included:

- Cost Control
- Purchasing
- Recruitment of Staff
- Preparing and analysing reports
- Setting and maintaining Standards
- Staff development, appraisals and disciplinary actions
- Payroll
- Customer Services and Front Office Operations

General Manager

October 1999 - December 2001 (2 years 3 months)

Bracknell, UK

Opened the Grange Bracknell Hotel situated in Bracknell, Berkshire, UK

4 Star 120 Bedroom Hotel, with Conference and Gym facilities

Workings together with the City Centre counsel to help re generate the Centre of Town.

Responsible for various market segments and generation of new business, Driving new business for the hotel and developing the relationship with SME accounts. Motivating team to produce high levels of guest service and satisfaction

Interview, selection, training and any disciplinary action deemed necessary

Responsible for the day to day operations of the hotel, Night Audit, accurate preparation of daily reports, monitoring guest credit, overbooked situations and handling guest/staff issues as they arose

SEG, Swiss Education Group

Student

1995 - 1997 (2 years)

2 Year International Hotel School Diploma

Student President

Education

CIPS - The Chartered Institute of Procurement & Supply

CIPS Level 4 Diploma in Procurement and Supply, CIPS Level 4 Diploma in Procurement and Supply · (2021 - 2022)

César Ritz Colleges Switzerland

Hotel School Diploma · (1995 - 1997)

Hoërskool Nelspruit

Matric, Matric · (January 1988 - December 1993)